



NEWSLETTER

NORTH CAROLINA DISTRICT OFFICE

April 2007

Small Business Week: Entrepreneurship in America

Small Business Week is April 22 – April 28, 2007. Local events will focus on small business accomplishments, and entrepreneurial successes.

The SBA will honor America's top entrepreneurs – and name the National Small Business Person of the Year – at national ceremonies in Washington, D.C., during Small Business Week. The celebration, April 22 and April 23, 2007, will honor the small business accomplishments of individuals and business owners at four major award events.

The 2007 Small Business Week will be at the Ronald Reagan Building and International Trade Center, where more than 100 outstanding small business owners from across the nation will be recognized. A highlight will be announcement of the National Small Business Person of the Year and runners-up, selected from among state winners who represent a diverse cross-section of American business, ranging from a sausage maker and wine café, to a bee keeper and dog salon.

For details go to: <http://www.sba.gov/sbw>.

IRS Offers Last-Minute Tips for Taxpayers

With the April 17 tax filing deadline close at hand, the IRS offers some tips for those still working on their paper tax forms.

Those are:

Consider filing electronically instead of using paper tax forms

Put all required Social Security numbers on the return

Double-check your figures

Sign your form

Attach all required schedules

Send your return or request an extension by the April filing deadline. Remember, the extension of time to file is not an extension of time to pay.

Choosing to e-file your tax return instead of preparing a paper tax form is the best step you can take to ensure that your return is accurate and complete.

Importance of Filing Accurate Tax Returns

The IRS has created fact sheets to help small business and self-employed better understand recordkeeping and other tax related issues. This information will help them start and keep their businesses on the right path. Please share these monthly fact sheets which address common areas of difficulty for small business owners. These currently include the following articles, with additional issues to come:

June 2006— [Business Income and the Tax Gap](#)

July 2006— [Cost of Goods Sold and the Tax Gap](#)

August 2006— [Third-Party Reporting Reminders](#)

September 2006— [Home Office Deduction Reminders](#)

October 2006— [Car and Truck Expense Deduction Reminders](#)

November 2006— [Depreciation Reminders](#)

December 2006— [Deducting Business Supply Expenses](#)

January 2007— [Deducting Travel, Entertainment and Gift Expenses](#)

February 2007— [Deducting Rent and Lease Expenses](#)

March 2007 — [Deducting "Other- Business Expenses](#)

Other helpful hints can be found at: Tax Tips for 2007

[Payment Options](#)

Tax Tip 2007-68, April 5, 2007

[Making Tax Payments Correctly](#)

Tax Tip 2007-67, April 4, 2007

[Last Minute Payment and Filing Tips](#)

Tax Tip 2007-66, April 3, 2007

[Filing Your Federal Tax Return](#)

Tax Tip 2007-65, April 2, 2007

[Tax Tips for March 2007](#)

March 2007 Tax Tips

[Tax Tips for February 2007](#)

February 2007 Tax Tips

[Tax Tips for January 2007](#)

January 2007 Tax Tips

For the latest fact sheets and other materials, please visit IRS.gov at:

www.irs.gov/newsroom/article/0,,id=158619,00.html.

Active Lender Rankings FY 2006 YTD: October 1, 2006 – March 31, 2007

	7(a)		504	504
Lender	Approvals	Gross 7(a) \$'s	Participation Loans	Participation \$'s
Bank of America	151	\$ 3,753,000	3	\$ 1,512,500
Superior Financial Group	144	\$ 1,267,500		
Capital One Federal Savings	83	\$ 4,245,000		
BB&T	43	\$ 13,599,800	2	\$ 3,022,000
Business Loan Center	40	\$ 5,672,400		
Innovative Bank	34	\$ 495,000		
CIT	32	\$ 15,784,700	1	\$ 506,000
Wachovia	30	\$ 15,118,400	3	\$ 3,399,000
Surrey Bank & Trust	29	\$ 2,887,400		
Bank of Granite	23	\$ 3,873,800		
Self Help Credit Union	21	\$ 1,396,000		

Certified Development Corps.		
Self-Help Ventures Fund	34	\$ 18,555,000
BEFCO	18	\$ 9,941,000
Centralina Dev.	13	\$ 7,962,000

Reminder: “Small Business Days” Schedule

The North Carolina District Office is offering “Small Business Days” at the following chambers. “Small Business Days” will offer chamber members and other small business owners the opportunity to discuss SBA loan programs with an SBA Marketing and Outreach Specialist. The Chamber will schedule the appointments for the business owners.

Location	Day	Hours	Phone Number
Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Hendersonville	Third Friday	10 a.m.- 2 p.m.	828-692-1413
Hickory	Third Tuesday	10 a.m.- 2 p.m.	828-328-6000 x224
Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Salisbury	Fourth Wednesday	9:30 a.m. - 2 p.m.	704-633-4221

Training Activities and Events

Let us help you promote your training activities and seminars. We can post them to our website calendar. Four weeks lead-time is required. E-mail updates to april.gonzalez@sba.gov or call (704) 344-6811.

SBA NAMES 2007 NC SMALL BUSINESS PERSONS OF THE YEAR

Bobbie Jacobs-Ghaffar and Lesa Jacobs, co-owners of Lumberton-based Native Angels Home Care & Hospice Agency, have been named the SBA NC Small Business Persons of the Year for 2007.

The sisters launched their homegrown healthcare business in 2000 with only one cell phone, two patients and one Certified Nursing Assistant. Bobbie and Lesa are members of the Lumbee Indian Tribe.

Native Angels Homecare and Hospice is a health care business providing a broad range of services to southeastern North Carolina — with a focus on Robeson, Cumberland, Hoke and Scotland Counties. The firm employs over 300 professionals in seven counties who provide home-based services to more than 760 patients daily.

This rapid growth led to plans for a new headquarters building, Angel Exchange, located in ComTech Park just outside of Pembroke. This project will allow the business to consolidate its operations and offer onsite healthcare services, principally in mental health and personal care services traditionally offered only on an in-home basis.

The \$7.2 million project is being financed with an SBA 504 loan (almost \$2 million), with Self-Help Ventures Fund and GE Capital. The new facility, slated to open in 2008 will house an urgent care service, pharmacy, spa, full-service cafeteria, chapel, and gift shop. The campus will also include a 110,000 square-foot regional sports complex run by the Angel Elite Sports Foundation, a non-profit organization committed to creating opportunities for young student-athletes.

Bobbi and Lesa will now compete for the title of National Small Business Person of the Year with the other winners from 50 states, the District of Columbia, Puerto Rico and Guam. They will travel to Washington, D.C. April 23-24, 2007 to mark the annual celebration of National Small Business Week.

SBA HONORS 2007 NC SMALL BUSINESS CHAMPIONS

SBA also celebrates individuals who have fulfilled a commitment to advancing small business opportunities. Champion awards will be presented during a Small Business Week Celebration hosted by the BizHub Network and Central Piedmont Community College Center for Entrepreneurship on April 25th. Congratulations to the winners.

SMALL BUSINESS JOURNALIST OF THE YEAR

Fred Tannenbaum
Charlotte Business Journal
Charlotte, NC

WOMEN IN BUSINESS CHAMPION

Sandie Ridings
Training Matters, Inc.
Charlotte, NC

Get a jump on 2008! Do you know a deserving individual that may be the next Small Business Person of the Year or a Small Business Champion? Contact Mike Ernandes at 704-344-6588 or mike.ernandes@sba.gov. Please include the name and contact information of the nominee.

Small Business Loans

Does your client need a small business loan? Does he or she have a start up business and need a loan under \$15,000? Do you know about the CommunityExpress Loan Program? These loans serve women, minorities, veterans and low to moderate income areas. Our training calendar is your source for the workshops in your area.

These workshops offer on the spot loan applications and assistance with the application. Local technical assistance providers are available to answer questions and accept applications.

Have you attended one of these workshops? Check out our web calendar for the workshop in your area. For more information on the CommunityExpress Loan Program and the technical assistance providers go to: www.sba.gov/nc/nc_communityexpressnc.html.

Give Us Your Success Stories

We are looking for borrowers to participate in the SBA's SUCCESS STORY program. Do you know an SBA client that meets the criteria below? Would you like to showcase your organization on our website? The Success Story Database is a listing of small businesses that have received SBA assistance.

This list is used to provide information on these small firms to local and national media. These newspapers, radio and TV stations may use this information for profiles, special interest and other types of stories. The SBA also uses this list to highlight local firms while doing radio and TV interviews.

Success story firms should:

- Be in business for at least 3 years
- Show an increase in the number of employees or growth in revenues
- Provide examples of contributions to the community

Please call Mike Ernandes at 704-344-6588 or e-mail mike.ernandes@sba.gov with the name and contact information of any firms that you think might be interested in increased media opportunities.

Have You Viewed The SBA Training and Events Calendar?

Do your clients need to write a business plan? Learn how to advertise effectively? Need financing to start or expand their businesses? Our training calendar has workshops, classes, events and programs to meet your client's needs. New spring schedules will be starting. Have you surfed over lately?

Online Training

The North Carolina District Office offers SBA Programs and Services Training every Friday. From 9 to 10 a.m. and again at 12:30 to 1:30 p.m., an SBA District employee will provide live training through "Ready Talk" software. Your clients can call in and sign into the website for a live PowerPoint presentation.

SBA loan programs, counseling, and government contracting will be highlighted. This can be a useful tool for you to refer to your start-up clients. It can also be a refresher course for you and your fellow counselors.

Go to: www.sba.gov/nc/trainonline.html to register and for more information.

North Carolina Resource Guide

Due to the limited supply of the 2007 Resource Guides, co-sponsored by Reni Publishing and the SBA, the guides are available online for you and your client. Go to: www.reni.net/guides and click on North Carolina.

Quote of the Month

The three great essentials to achieve anything worth while are, first, hard work; second, stick-to-itiveness; third, common sense.

- Thomas Edison

Spring Has Arrived

